

TO: DIRECTOR  
 FROM: DIRECTOR  
 INFO: DCI, D/DCI, ODP, ADOP, CI, CI/OPS, CI/OA, FI, EE, WE, NE, SE, WH, YR, (POUCH FRAN 9, BONN 5, BRLN 5, MUNI 5, ATRH 6, ALL OTHER STAS 3)

**CLASSIFIED MESSAGE**  
**SECRET**  
 200-122-47

27 NOV 63 21 58Z  
 ROUTINE

TO: MULTI-ADDRESSEE CABLE SEE BELOW

FROM: DIRECTOR

INFO: SAS 0

INFO: DCI, D/DCI, ODP, ADOP, CI, CI/OPS, CI/OA, FI, EE, WE, NE, SE, WH, YR, (POUCH FRAN 9, BONN 5, BRLN 5, MUNI 5, ATRH 6, ALL OTHER STAS 3)

TO: MULTI-ADDRESSEE CABLE  
 INFO 15-20 15-13 15-8 15-21 CITE DIA 85387

PERUMEN (ZPRIMA)

[ LOND PARI BRUS HAGU COPE STOC OSLO MADR ]  
 [ ROME ]

CABLE SEC: [PLS POUCH CABLE TO FOLLOWING:] (WRENCH POUCH)

FRAN	FROB	BONN	HAMB	BRLN	MUNI	VIEN	ATHE
BERN	GNVA	CAIR	BEIR	TEHE	TELA	RIOD	SAOP
HEXI	HEID	SAGO	MONT	BUEN	CARA	LAPA	LIMA
QUIT	GUAT	SINTO	HELS	TOKY	HONG	WAVE	BABC
HELS	LISB	MILA	OTTA				

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ORIG : D. KONIS:jd  
UNIT : SAS/EDD  
EXT : 6153  
DATE : 21 NOV. 63

☐ INDEX  
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☒ FILE IN CS FILE NO.

CLASSIFIED MESSAGE

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200-120-47

ROUTING			
1		4	
2		5	
3		6	

TO : CERTAIN STATIONS AND BASES

FROM : DIRECTOR

CONF :

INFO :

22 NOV 63 17 03 Z

SIG CEN  
DEFERRED  
ROUTINE

TO MULTI-ADDRESSEE CABLE INFO

CITE DIR

05087

PERUMEN (Z<sup>02</sup>PRIMA

REF: DIR 22218\*

1. RECENTLY CONCLUDED HQS REVIEW OF (Z<sup>02</sup>PRIMA PROGRAM SHOWS THAT KUBARK EFFORTS HAVE NOT ACHIEVED ANY SIGNIFICANT RESULTS AND CONTINUATION OF PROGRAM AS SUCH NO LONGER WARRANTED. MAIN REASON FOR KUBARK FAILURE IS THAT CUBAN TECHNICIAN RECRUITING PROGRAM HAS BEEN MISERABLE FAILURE WHEN MEASURED AGAINST FIDEL'S ORIGINAL OBJECTIVE OF 2000 TECHS FROM WESTERN EUROPE ALONE. THOUGH OUR FIGURES NOT COMPLETE, WE ESTIMATE PROBABLY LESS THAN FIFTY CANDIDATES HAVE RECEIVED CONTRACT APPROVAL AND WE ABLE CONFIRM ABOUT TEN WHO HAVE ACTUALLY MADE IT TO THE ISLAND. KUBARK SUCCEEDED IN INSERTING ABOUT THIRTY RECRUITED TECHS INTO THE VARIOUS HIRING CHANNELS, BUT SO FAR ONLY TWO HAVE RECEIVED CONTRACT APPROVAL FROM HAVA.

2. CUBAN FAILURE TO RECRUIT IN SIGNIFICANT NUMBERS APPEARS DUE LARGELY TO RELUCTANCE FOREIGN MINISTRY AND FOREIGN SERVICE OFFICERS PURSUE TECH RECRUITING MISSION AGGRESSIVELY, BUREAUCRATIC INCOMPETENCE IN HAVANA, FEAR OF INFILTRATION OF HOSTILE AGENTS

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85387

AND PROBABLE LOSS OF INTEREST IN THE PROGRAM ON PART OF CASTRO HIMSELF. THESE FACTORS WHICH EMERGE FROM OUR STUDY OF THE CUBAN PERFORMANCE ACCOUNT FOR LACK OF RESPONSE FROM EMBASSIES TO APPLICATIONS, LONG DELAY IN GETTING WORD BACK FROM HAVANA AND SMALL NUMBER OF TECHS ULTIMATELY HIRED. LONG TIME LAG BETWEEN INITIAL APPLICATION AND ULTIMATE APPROVAL FROM HAVA, WHICH RUNS SIX TO NINE MONTHS, HAS COST CUBANS NUMBER OF TECHS WHO WERE INITIALLY EAGER BUT SUBSEQUENTLY LOST INTEREST OR TOOK OTHER JOBS.

3. IN FACE OF FOREGOING WE DO NOT BELIEVE IT WORTHWHILE TO CONTINUE INTENSIVE SEARCH FOR <sup>52</sup> (ZEPHYRA) CANDIDATES FOR INSERTION INTO CUBAN HIRING CHANNEL. <sup>52</sup> - WISE STRESS STATIONS WITH ACTIVE LEADS SHOULD STAY WITH THEM IN THE HOPE THEY MAY STILL BE HIRED, BUT CEASE EFFORTS TO GENERATE LEADS FROM SCRATCH. ON OTHER HAND, THERE ARE FAIR NUMBER NON BLOC TECHS IN CUBA AND IT LIKELY CUBANS WILL CONTINUE TO HIRE NEEDS TECHS ON LIMITED SELECTIVE BASIS AS THEY DID PRIOR TO <sup>52</sup> (ZEPHYRA) PROGRAM. STATIONS THEREFORE ARE URGED TO CONTINUE ALERT FOR SUCH OPPORTUNITIES AND TO EXPLOIT THEM IN SAME MANNER AS ALL OTHER OPPORTUNITIES TO PLACE RESIDENT AGENTS IN CUBA.

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IN THIS CONNECTION WE NOTE THAT MOST PERUEN OFFICIALS<sup>3</sup> RESPONSIBLE FOR RECRUITING TECHS TEND TO RELY HEAVILY ON LOCAL CP STAMP OF APPROVAL OR OTHER STRONG INDICATION THAT CANDIDATE IS POLITICALLY ACCEPTABLE. LACKING THIS THEY MAY EITHER IGNORE THE APPLICATION OR REJECT IT.

4. RESPONSE OF MOST STATIONS IN IMPLEMENTING<sup>07/1</sup> (ZEPHRA HAS BEEN MOST GRATIFYING. WE PROVIDED CUBANS WITH GOOD NUMBER HIGHLY QUALIFIED ENGINEERS AND TECENICIANS WHICH THEY FOR REASONS CITED UNABLE OR UNWILLING TO ACCEPT. KUBAER HAS MADE A RESPECTABLE EFFORT TO EXPLOIT THIS OPPORTUNITY AND FACT THAT WE HAVE NOT ACHIEVED SIGNIFICANT RESULTS IS MERELY REFLECTION CUBAN CONFUSION AND INEPTITUDE WITH RESULTANT FAILURE ACHIEVE THEIR OWN GOALS.

5. DISCONTINUE USE<sup>02</sup> (ZEPHRA SLUG AND FILE 200-120-47.

END OF MESSAGE

C/S COMMENT: Cable pre-dates CS files. Copy may be seen in CIA reference file.

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ROUTINE

TO

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85387

SAS/BOB

*Ken*

SAS/NOB

*Ken*

WE/S

*RC Lobe*

C/VE

*Thomas F. Thiele*

K/VE

*John H. Pearson*

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*William D. O'NEAL*  
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